

Great Manufacturers' Sale of High-grade Pianos and Piano-Players

In order to more thoroughly advertise their already famous Pianos and Players throughout this territory ten of the largest piano manufacturers in the world have decided to place two hundred of their pianos direct to the homes at less than the dealer could possibly buy them, and on such terms as no dealer could afford. But backed by \$25,000,000 you can readily see how easy it is for them. Think also of getting your piano or player-piano direct from the manufacturer. Every piano offered in this sale is fresh, clean, high-grade. The same grade of pianos must be sold by the small dealers at from \$350 to \$750. Look at our schedule of prices; think what immense profits you save. Every instrument offered in this great sale represents the best that skilled labor and first-class material can produce. Can any home afford to be without a piano? There are times when we cannot afford to buy, but this is the one exception. In this case you cannot afford NOT TO BUY. Remember only a limited amount of pianos go to each place, the total allotment to be sold at wholesale prices and on such remarkable terms that after the allotted amount is distributed we will add 40% to the prices quoted here, so you must come and make your selection quick and take advantage of the larger number to select from at these prices and terms. The amount allotted for Flagstaff will not last more than a day or two and you positively cannot get a piano at these prices, and on such term, after the first ten are sold. Remember: \$2.00 down, \$2.00 per week, puts a piano in your home. Do you ever expect to have another such opportunity? Well let us tell you plainly you will not. The payments can be arranged monthly if you wish, or you can pay as much down as suits you. Think of it! Three years to pay for a piano or player-piano if you wish. Old or used pianos taken in exchange at their actual value.

IF YOU EVER EXPECT
TO OWN A PIANO
READ THAT

Circassian Walnut Case, 88-Note Piano-Player, with
25 Rolls of Music
REGULAR SELLING PRICE \$700
\$397.50



This elegant Piano, regular dealers' price \$350. Let us show you how to get it
\$227
\$2 Down—\$2 Per Week



Retail price from dealers, \$375; special sales price
\$247.50
\$2 Down—\$2 Per Week



Don't fail to see this one. Mr. Dealer's price \$450; take it away for
\$300
\$2.50 Per Week—Think of it



The equal of any Piano ever sold here for \$500.
Yours for
\$327
See what you save? Easy Terms to all



This magnificent Player, sold everywhere for \$750, goes in our sale for
\$487
Easy Terms
25 Rolls of Music Free

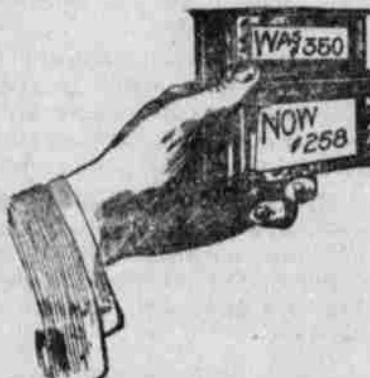


Special designed case, full gun-metal plate, best 14-pound German felt hammers, regular \$300, sale price only
\$167.50



Regular \$400—best money and material can produce—
sale price
\$187.50

A beautiful full Upright Grand; immense volume; copper wound base; superb in every detail; was \$475; now
\$225



\$2.00 Cash



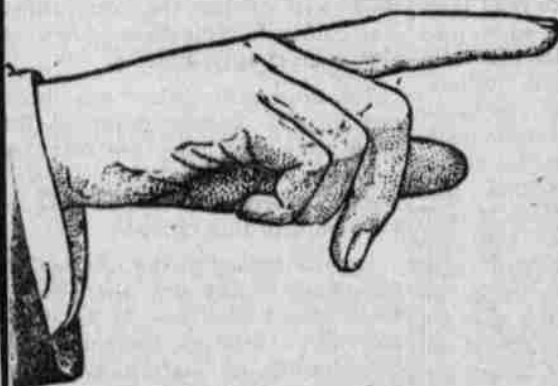
\$2.00 Per W'k



\$2.00 Down and \$2.00 weekly



\$2.00 Down and \$2.00 weekly



On account of the delay of the arrival of the Car Load of Pianos for Flagstaff, we have decided to extend the time on our Manufacturers Problem two weeks, closing Thursday eve., May 30th, instead of May 16th as advertised. Remember, the first five correct answers receive a cash certificate of \$50.00, which amount is allowed as first payment on any Piano we may offer during this sale. All answers to be addressed to Piano Manufacturers Ass'n., Drawer 98, Flagstaff, Ariz. only one certificate to apply on each sale. Anyone winning a certificate who cannot use same, by bringing it to the manager can have it transferred, so can sell it to some prospective buyer. Our prices are already shown

so you see we do not add anything to them to cover the certificate. Our \$227 Piano, as advertised, is the equal of any, and much better than most Pianos that have sold here in the past for \$400 to \$450. If our advertisement is not absolutely correct in every detail, we will forfeit the price of any instrument we advertise. Facts are Facts. We advertise what we will do, and we do all we advertise, and invite investigation. Do not think of placing your order for a piano until you see our line and hear the prices, which will be all that is necessary. The public will be notified soon as car load arrives.

Now work out this Problem quick and get it in early and secure a Certificate. Remember, only five will be given, the 1st five correct answers, so hurry. It costs you nothing to try. Give name and address with answer.

THE PROBLEM

IF A HEN AND $\frac{1}{2}$ LAYS AN EGG AND $\frac{1}{2}$ IN A DAY AND $\frac{1}{2}$, HOW MANY EGGS WILL TWO (2) HENS LAY IN SEVEN DAYS?

This Sale Positively Begins Saturday, June First, 1912
and will last only ten days



Piano Manufacturers Association
DIRECT FROM FACTORY TO PURCHASER